

## EXHIBIT 2

Page 1 of 5

392067

## Purchase Order

PURCHASE ORDER NO.	REVISION	PAGE
20057	0	1

THIS PURCHASE ORDER NO. MUST APPEAR ON ALL INVOICES, PACKING SLIPS, CARTONS AND CORRESPONDENCE RELATED TO THIS ORDER.

SHIP TO:

444 SAW MILL RIVER RD  
 ARDSLEY, NY 10502  
 (SAME AS BELOW UNLESS OTHERWISE INDICATED)  
 United States

BILL TO:

THE PURDUE-FREDERICK COMPANY  
 100 Connecticut Avenue  
 Norwalk, CT 06850-3590  
 United States

SUPPLIER: PHILIPS ANALYTICAL  
 581 RT. 17M  
 BLD 2 SUITE 2  
 MONROE, NY 10950

Attn: Daryn Herli  
 914-774-1582

SUPPLIER NO. 20408	DATE OF ORDER/BUYER 08-FEB-00 TEGAN, D	REVISED DATE/BUYER
PAYMENT TERMS IMMEDIATE	SHIP VIA SHIP BEST WAY	F.O.B. Origin
FREIGHT TERMS Prepaid & Add	REQUESTOR/DELIVER TO WOLLOCKO, ARTUR	

ITEM	PART NUMBER / DESCRIPTION	DELIVERY DATE	QUANTITY	UNIT	UNIT PRICE	EXTENSION	TA
1	PW3040/00 X'PERT "MPD" + MULTI PURPOSE DIFFRACTOMETER THETA/THETA: CONFIGURATION AS PER PROPOSAL NO D0101FU 222000	31-MAY-00	1.00	EA	245646	245,646.00	1
CONFIDENTIAL							IPBL 000545

PURCHASE ORDER NUMBER AND SUPPLIER PART NUMBER (IF SPECIFIED) MUST APPEAR ON THE PACKING SLIP AND INVOICE. ALL TERMS AND CONDITIONS WHICH APPEAR ON THE BACK OF THIS ORDER ARE INCORPORATED HEREIN.

Total 245,646.00

*Daryn Herli*  
 AUTHORIZED SIGNATURE

## EXHIBIT 2

Page 2 of 5

Analytical

FAX NO. : 19147741582

Feb. 02 2000 12:43PM P2

ALYTICAL  
Phillips North America Corporation

## Quotation

Date: February 2, 2000

Frederick Research  
24 Mill River Road  
Jey NY 10502

Quotation No.: D0101PU 222000 Page 1 of 4

Inquiry No.:

Phillips Analytical is pleased to submit its quotation for the products contained hereunder. This proposal shall not bind Phillips until accepted by it in writing at its principal office in Natick, MA, upon the terms and conditions stated on the face and reverse hereof. This quotation is valid for 30 days from date hereof unless otherwise specified.

Item	Qty.	Catalog Number	Description	Price
1	1	PW3040/00	<p><b>X'Pert "MPD" - Multi Purpose Diffractometer Theta / Theta Configuration</b></p> <p><b>DIFFRACTOMETER CONSOLE</b></p> <p>"An instrument enclosure with sufficient space for single or dual goniometer X'Pert systems. The enclosure has fully interlocked double sliding doors (18mm lead acrylic) for normal access. All direct radiation areas are 12mm steel. This enclosure conforms to the world's strictest radiation standard, the German "Vollschutz" standard.</p> <p>* The back panels are removable for improved access during system maintenance or reconfiguration.</p> <p>* A high stability, solid state 3 kW x-ray generator operating at ultra-sonic frequencies. The generator settings are controlled directly by the software including automated tube "burn-in", ramping of tube power and standby modes at measurement conclusion. Maximum settings are 60kV, 60mA. The generator communicates directly with the x-ray tube to ensure that maximum allowable power ratings are never exceeded. Variations in HV is &lt;0.01% per 10% mains variation.</p> <p>* A microprocessor for control of up to two 2 goniometers, 24 DC motors, multiple stepper motors, 4 detectors and 3 shutters simultaneously.</p> <p>* A 19" mounting rack for accessories such as temperature controllers and detector electronics.</p> <p>* Dynamic real time status display of operating conditions and parameters including angular positions, counts, kV and mA settings.</p>	
2	1	PW3050/10	<p><b>GONIOMETER, THETA - THETA</b></p> <p>Vertical stand-alone goniometer with decoupled T-T drive. Designed to operate inside and under the control of the console PW3040/00. The goniometer can be used only in single goniometer configurations. DOPS (direct optical positioning sensing) provides pin point accuracy and zero backlash. System performs to the highest specifications.</p> <p>Linearity= 0.0025 degrees Reproducibility= 0.0001 degrees</p>	
3	1	PW3373/00	<p><b>CERAMIC TUBE CU LFF</b></p> <p>High-power X-Ray tube for X-Ray Diffraction. Characteristics are: body of ceramics, Cu anode, Long Fine Focal spot (LFF), four exit beam ports with Be window providing 2 line foci and 2 point foci. The tube is prepared to rotate from line to point position and is equipped with line/point and anode type recognition. High Power: 60 kV, 2.2 kW. The tube fits only in the tube shield of the console PW3040/00.</p>	CONFIDENTIAL
4	1	PW3057/00	<b>STAGE INTERFACE FOR PW3050/10</b>	
5	1	PW1821/90	<b>SAMPLE STAGE, BULK</b>	
7	1	PW1311/50	<b>HT CABLE 2.0M</b>	IPBL 000546

This quotation supersedes all previous quotations, negotiations, statements, representations and promises and is valid for 30 days from the date hereof.

Terms of Delivery: FOB Natick MA

By: 

Terms of Payment: 20% upon order, 70% upon delivery, 10% upon installation

Representative: Daryn Merlo

Lead Time: 90 to 120 DAYS ARO

Phillips Analytical  
581 Rt. 17M Bld. 2 Suite 2  
Monroe, NY 10950

Tel: 914-774-1526  
Fax: 914-774-1582

PHILIPS ANALYTICAL  
of Phillips North America Corporation

## Quotation

Date: February 2, 2000

Quotation No.: DD0101PU 222000 Page 2 of 4

Inquiry No.:

Fordue Frederick Research  
444 Saw Mill River Road  
Ardsley NY 10502

Phillips Analytical is pleased to submit its quotation for the products contained hereunder. This proposal shall not bind Phillips until accepted by it in writing at its principal office in Natick, MA., upon the terms and conditions stated on the face and reverse hereof. This quotation is valid for 30 days from date hereof unless otherwise specified.

Item	Qty.	Catalog Number	Description	Price
8	1	PW3716/10	DUAL SCALER BOARD (DS)	
9	1	PW3042/00	PEDESTAL VERTICAL	
			<u>OPTICS AND DETECTOR</u>	
10	1	PW3011/10	PROPORTIONAL DETECTOR	
11	1	PW3123/00	MONOCHROMATOR CU	
12	1	PW3081/00	PROGRAMMABLE DIVERGENCE SLIT	
13	1	PW3091/00	PROGRAMMABLE ANTI-SCATTER SLIT	
14	1	PW3093/00	PROGRAMMABLE RECEIVING SLIT	
15	2	PW3713/10	MULTIPLE DC MOTOR DRIVE (MDCD)	
			<u>SAMPLE HOLDERS</u>	
16	1	PW1066/11	HOLDER, SAMPLE, 25 PCS	
			<u>DIFFRACTION SOFTWARE</u>	
17	1	PW3210/82	X'Pert Organizer SW	
18	1	PW3200/82	X'Pert Data Collector SW	
19	1	PW3201/82	X'Pert Graphics SW	
20	1	PW3202/82	X'Pert Identify SW	
21	1	832.07921	X'Pert Plus SW with Diamond graphics program	
22	1	PW1894/42	Reference Database PDF-1	
23	1	PN3892/42	Licenses, PDF-1	
			CONFIDENTIAL	IPBL 000547

This quotation supersedes all previous quotations, negotiations, statements, representations and promises and is valid for 30 days from the date hereof.

Terms of Delivery: FOB Natick MA

By: 

Terms of Payment: 20% upon order, 70% upon delivery, 10% upon Installation

Representative: Daryn Merlo

Phillips Analytical  
581 Rt. 17M Bld. 2 Suite 2  
Monroe, NY 10950

Tel: 814-774-1528  
Fax: 814-774-1582

Lead Time: 90 to 120 DAYS ARO

Analytical

FRX NO. : 19147741582

Feb. 02 2000 12:44PM P4

ANALYTICAL  
of Philips North America Corporation

## Quotation

Date: February 2, 2000

Furdue Frederick Research  
444 Saw Mill River Road  
Ardsley NY 10502

Quotation No.: D0101PU 222000 Page 3 of 4

Inquiry No.:

Philips Analytical is pleased to submit its quotation for the products contained hereunder. This proposal shall not bind Philips until accepted by it in writing at its principal office in Natick, MA, upon the terms and conditions stated on the face and reverse hereof. This quotation is valid for 30 days from date hereof unless otherwise specified.

Item	Qty.	Catalog Number	Description	Price
24	1	PNXXX/XX	<b>COMPUTER SYSTEM</b> SYS00004 Silicon Graphics 540 Base, CPU00028 Pentium 500MHz 512K, MEM 00004 128MB ECC SDRAM, 9.1GB Ultra 2, RVM00002 32X EIDE CD-ROM, MON00003 Silicon Graphics 1600SW 17.3 Flat Panel Monitor, FPA 00001 Flat Panel Interface, PWR0000 Power cord, FWR00020 FPD Card, KBD0000 USB Keyboard, MSE00001 USB Mouse, NTW00050 Win NT 4.0, SSU20003 On-Site next Day, 5X9, years 1-3 for SGI 540, SSU20003 Wty upgrade onsite NBD 5X9, years 1-3 for 1600W HP Deskjet 2000C Color Printer	
26	1	PN3730/57	<b>CUSTOMER TRAINING</b> ON-SITE APPLICATION TRAINING, 3 DAYS	
24	1	PN3870/32	2-STUDENT SLOT, PC-APD SOFTWARE SCHOOL	
25	1	PN3042/00	<b>SUPPORT EQUIPMENT</b> SWITCH BOX AND MODEM FOR REMOTE DIAGNOSTICS	
26	1	PN3730/11	COUNTER WEIGHT	
27	1	PW3055/10	R100 REFRIGERATED WATER CHILLER - WATER COOLED	
28	1	PN3191/01	<b>LOW TEMPERATURE SYSTEM -196C TO 450C</b> TTK-450 CAMERA ATTACHMENT TCU 100 TEMPERATURE CONTROLLER WATER FLOW CONTROLLER ADAPTER TTK-450 LN2 DELIVERY EQUIPMENT	
29	1	500.27841	DEWAR VESSEL	CONFIDENTIAL
30	1	500.27821	VACUUM SYSTEM	
31	1	500.20141	HUMIDITY CONTROLLER	
32	1	500.20121	With ambient temperature control to 80C	IPBL 000548
33	1	PN3775/00		

This quotation supersedes all previous quotations, negotiations, statements, representations and promises and is valid for 30 days from the date hereof.

Terms of Delivery: FOB Natick MA

By: 

Terms of Payment: 20% upon order, 70% upon delivery, 10% upon Installation

Representative: Daryn Merlo

Lead Time: 90 to 120 DAYS ARO

Philips Analytical  
581 Rt. 17M Bld. 2 Suite 2  
Monroe, NY 10950Tel: 914-774-1526  
Fax: 914-774-1582

Analytical

FAX NO. : 9147741582

Feb. 02 2000 12:45PM P5

ANALYTICAL  
of Phillips North America Corporation

## Quotation

Date: February 2, 2000

Quotation No.: D0101PU 222000 Page 4 of 4

Inquiry No.:

Phillips Analytical is pleased to submit its quotation for the products contained hereunder. This proposal shall not bind Phillips until accepted by it in writing at its principal office in Natick, MA., upon the terms and conditions stated on the face and reverse hereof. This quotation is valid for 30 days from date hereof unless otherwise specified.

Item	Qty.	Catalog Number	Description	Price
34	1	500.50000	<b>HUMIDITY TEMPERATURE ATTACHMENT</b> Temperature controller, Waterflow adapter, Water bath	
35	1	PW3900/00	<b>15 POSITION EXCHANGEABLE SPINNER/CHANGER</b> Sample changer and spinner can be exchanged with other stages. Both spinner and changer remount without realignment	
36	5	PW1811/00	<b>SAMPLE HOLDER SUPPORTS</b>	
37	5	PW1811/16	<b>POWDER SAMPLE HOLDER RINGS 16mm</b>	
<b>Total Price Installed</b>				\$255,646
* A one year system warranty is included.				
* The x-ray tube carries a 2 year full replacement warranty, not pro-rated.				
<b>Additional Discount</b>				\$10,000
<b>Total Price Installed</b>				\$245,646

CONFIDENTIAL

IPBL 000549

This quotation supersedes all previous quotations, negotiations, statements, representations and promises and is valid for 30 days from the date hereof.

Terms of Delivery: FOB Natick MA

By: 

Terms of Payment: 20% upon order, 70% upon delivery, 10% upon installation

Representative: Daryn Merlo

Phillips Analytical  
581 Rt. 17M Bld. 2 Suite 2  
Monroe, NY 10950Tel: 914-774-1626  
Fax: 914-774-1582

Lead Time: 90 to 120 DAYS ARO

August 8, 2000

Dr. Philippe Palermo  
Purdue Frederick Research  
444 Saw Mill River Road  
Ardsley, NY 10502

Dear Dr. Palermo,

Since 1998, Philips has been committed to build a long-term business partnership with Purdue Frederick Research, aimed to be mutually beneficial to both partners. Philips granted Dr. Artur Wollocko free and virtually unlimited access to our instruments and specialists in our applications laboratory. We have trained and advised him on the use of X-ray Diffraction and have assisted him in lab work required for patent applications and methods development. The support extended far and beyond the support normally provided to existing and prospective customers and constitutes a significant investment by Philips at no cost to Purdue.

In the sale of the X-ray Diffraction system by Purdue, we openly and clearly advised Dr. Wollocko on his initial and future options. Philips sold the system to Purdue at fair market value after vendor comparison and proper negotiation. During manufacturing, we converted the configuration to our state of the art newly released system with PreFIX™ optics and stages at no additional charge, much to the benefit of Purdue. Philips offered Dr. Wollocko continued access to our applications lab for advanced projects.

Philips is highly surprised about the unusual request for significant additional discounts at the eve of the system delivery. Philips respectfully disagrees with the claims that we have given Purdue an unfair deal and that we have misrepresented the configuration. However, to accommodate our relationship with Purdue and to avoid disagreement, we decided to make the following offer:

1. Philips offers the following parts to Purdue at no charge. These parts allow limited support for capillary sample applications. A separate \$0 value purchase order must be placed with Philips for these parts. No final payment can be withheld from the original system order pending delivery and installation of these additional parts. On-site installation is included.

9430 500 28341	Capillary sample alignment microscope
9430 920 03601	PreFIX™ Microscope interface
PW3063/00	Capillary spinner
PW3086/00	Anti-scatter device for programmable divergence slit

2. \$5,000 credit towards purchase of additional components.

Philips requests that you confirm acceptance of system delivery by Friday, August 11. This offer is extended as a courtesy to Purdue and does in no way or form acknowledge any claims against Philips and Philips will not engage in any further negotiation. Please, be advised that cancellation of the order will yield consequential damages to Philips as covered by contractual agreement.

In appreciation of our relationship, kind regards,

Rik Kerstens



August 31, 2000

Dr. Philippe Palermo  
Purdue Frederick Research  
444 Saw Mill River Road  
Ardsley, NY 10502

Dear Dr. Palermo,

Please, find attached a summary of the additional FOC options and the low priced 2<sup>nd</sup> system presented to Dr. Zakrzewski. These attractive items were offered to guarantee satisfaction with the purchase of Philips equipment. The total savings value of these options is about \$87,500.

The original purchase order contains a high-humidity device not present in the Bruker offer Purdue received. This device allows high-humidity experiments at elevated temperatures. We have offered Dr. Zakrzewski to exchange this device for a humidity attachment that allows high-humidity experiments at room temperature. This attachment is equivalent to the one offered by Bruker. This would save Purdue \$20,000 off the original purchase order.

Dr. Zakrzewski has indicated that these offers are not sufficient to Purdue and that exchanging the humidity device is not an option. He indicated that Purdue expects the 2<sup>nd</sup> system to be included for free. This is not acceptable to Philips. Philips is in the business of selling X-ray Diffraction solutions and takes pride in addressing our customers needs at a fair price. Considering the extra FOC options, the humidity device and many other features of the Philips system not included in the Bruker system, the total package offered by Philips is highly competitive and we are very disappointed that Purdue does not find this offer acceptable.

Philips has completed the assembly of the X-ray Diffraction system and has been waiting to ship for several weeks. Philips needs your final decision on whether Purdue will accept delivery. Please, inform us by Tuesday, September 5 of your final decision. Philips has already incurred \$86,000 in non-material costs related to this sale and must consider recovering these costs upon cancellation of the order. If the order is canceled, Purdue can return the water chiller already supplied, or can purchase the chiller for \$4,789 on a separate PO.

Philips truly appreciates the relationship with Purdue and regrets the turn of events that has taken place. Philips realizes that it cannot sell systems to a customer that does not want to purchase from Philips. As such, Philips cannot consider selling any further systems to Purdue in the USA if cancellation occurs. We sincerely hope that such action can be avoided.

In appreciation of our relationship, kind regards,

Rik Kerstens  
Marketing Manager X-ray Products  
508 647 1186

cc: Dr. Philippe Goliber  
Dr. Marek Zakrzewski

## EXHIBIT 2

Page 8

## SUMMARY OF COUNTER OFFERS PRESENTED BY PHILIPS TO AVOID ORDER CANCELLATION BY PURDUE

Item	Value	Purdue Price	Savings
Additional capillary parts for system 1	\$10,512	\$0	\$10,512
Credit system 1	\$5,000	\$0	\$5,000
System 2 with courtesy discount	\$122,000	\$85,000	\$37,000
Special Optic (to be delivered next year)	\$35,000	\$0	\$35,000
Total savings			\$87,512

## Comments:

- 1) Typical price for this type of system is \$105,000 or more  
The Purdue price includes an additional \$20,000 courtesy discount
- 2) This high-power optic is under development and it's functionality cannot be disclosed at this time for patent reasons  
The optic is highly suitable for pharmaceutical applications and is in-line with Dr. Marek Zakrzewski's anticipated needs  
Depending on it's use, this optic may require some additional components to be purchased by Purdue  
This optic was offered to encourage continued cooperation between Dr. Marek Zakrzewski and Dr. Vladimir Kogan (Phillips Factory)



September 8, 2000

Dr. Philippe Goliber & Dr. Marek Zakrzewski  
Purdue Frederick Research  
444 Saw Mill River Road  
Ardsley, NY 10502

Dear Philippe and Marek:

This letter is a summary of the agreement reached between Purdue and Philips with respect to the delivery of the X'Pert PRO system purchased by Purdue. Please, review the mutual commitments listed below and confirm by signing and returning this letter. This will allow Philips to initiate delivery and installation of the system.

1. Purdue will accept delivery of system 1 at the original agreed upon purchase price.
2. Philips will add the capillary components valued at \$10,512 to system 1 free of charge.
3. Philips will hold a credit of \$5,000 for Purdue towards the purchase of additional components.
4. Philips guarantees the price of \$85,000 for system 2, as quoted as part of the delivery negotiations, until December 31, 2001.
5. Upon and only upon purchase of system 2 prior to December 31, 2001, Philips will add the new high-power incident beam optic valued at \$35,000 free of charge. Purdue acknowledges that the purchase of matching diffracted beam optic will be required.

Please, note that Philips will require sign-off for warranty commencement for system 1 upon completion of installation and alignment of the original system. Final payment is due upon sign-off and cannot be withheld until delivery of the capillary components. The extra components will be installed free of charge and warranted for 1 year from delivery.

Philips appreciates your business and we thank you for the resolution of the delivery issues of the X'Pert PRO system. Philips is confident that you will be pleased with your purchase and we are looking forward to renewed cooperation.

Kind regards,

Rik Kerstens  
Marketing Manager X-ray Products  
508 647 1185

cc: Dr. Philippe Palermo

Confirmed for Purdue by: Name: \_\_\_\_\_

Title: \_\_\_\_\_

Sign: \_\_\_\_\_ Date: \_\_\_\_\_



PHILIPS

Philips Analytical Inc.

September 8, 2000

Dr. Philippe Goliber & Dr. Marek Zakrzewski  
Purdue Frederick Research  
444 Saw Mill River Road  
Ardsley, NY 10502

Dear Philippe and Marek:

This letter is a summary of the agreement reached between Purdue and Philips with respect to the delivery of the X'Pert PRO system purchased by Purdue. Please, review the mutual commitments listed below and confirm by signing and returning this letter. This will allow Philips to initiate delivery and installation of the system.

1. Purdue will accept delivery of system 1 at the original agreed upon purchase price of \$245,646<sup>09</sup> (OK) 200# 200572
2. Philips will add the capillary components valued at \$10,512 to system 1 free of charge.
3. Philips will hold a credit of \$5,000 for Purdue towards the purchase of additional components.
4. Philips guarantees the price of \$85,000 for system 2, as quoted as part of the delivery negotiations, until December 31, 2001.
5. Upon and only upon purchase of system 2 prior to December 31, 2001, Philips will add the new high-power incident beam optic valued at \$35,000 free of charge. Purdue acknowledges that the purchase of matching diffracted beam optic will be required.

Please, note that Philips will require sign-off for warranty commencement for system 1 upon completion of installation and alignment of the original system. Final payment is due upon sign-off and cannot be withheld until delivery of the capillary components. The extra components will be installed free of charge and warranted for 1 year from delivery.

Philips appreciates your business and we thank you for the resolution of the delivery issues of the X'Pert PRO system. Philips is confident that you will be pleased with your purchase and we are looking forward to renewed cooperation.

Kind regards,

Rik Kerstens  
Marketing Manager X-ray Products  
508 647 1186

cc: Dr. Philippe Palermo

Confirmed for Purdue by: Name: Deborah Tegan

Title: Purchasing Manager

Sign: Deborah Tegan

Date: 9/27/00  
11 Michigan Drive  
Natick, MA 01760  
Telephone: 508-647-1100  
Facsimile: 508-647-1111  
www.philips.com

**Robert A. S. Silberman**

From: rik.kerstens@panalytical.com  
Sent: Tuesday, December 20, 2005 7:01 PM  
To: rmccarthy@edwardsangell.com  
Cc: Robert A. S. Silberman  
Subject: Purdue pricing

Hi Rich,

Here is the pricing overview of the Purdue system. Not all 1999 pricing was available as the system was upgraded to a 2000 system, with far more advanced optics and stage switching capabilities. Don't know what the pricing was for the Silicon Graphics computers. Our normal price for computers is 10% over the manufacturer price. Since they sold it, they should know what the invoice was. Adding this up, shows that even without the computer pricing, our list price was significantly higher than the quoted \$245,646 system price.

The secretary should have invoiced the 1999 and 2000 pricebooks. Please, note that all this information is company confidential.

Let me know whether this is sufficient.

Kind Regards,

**Rik Kerstens - Financial Controller**

PANalytical  
Natick (MA)  
United States

e: rik.kerstens@panalytical.com  
t: +1 508 647 1186  
w: [www.PANalytical.com](http://www.PANalytical.com)

**PANalytical**

**The Analytical X-ray Company**

"The information contained in this message is confidential and may be legally privileged. The message is intended solely for the addressee(s). If you are not the intended recipient, you are hereby notified that any use, dissemination, or reproduction is strictly prohibited and may be unlawful. If you are not the intended recipient, please contact the sender by return e-mail and destroy all copies of the original message."

**Robert A. S. Silberman**

From: rik.kerstens@panalytical.com  
Sent: Tuesday, December 20, 2005 7:01 PM  
To: mccarthy@edwardsangell.com  
Cc: Robert A. S. Silberman  
Subject: Purdue pricing

Hi Rich,

Here is the pricing overview of the Purdue system. Not all 1999 pricing was available as the system was upgraded to a 2000 system, with far more advanced optics and stage switching capabilities. Don't know what the pricing was for the Silicon Graphics computers. Our normal price for computers is 10% over the manufacturer price. Since they sold it, they should know what the invoice was. Adding this up, shows that even without the computer pricing, our list price was significantly higher than the quoted \$245,646 system price.

The secretary should have invoiced the 1999 and 2000 pricebooks. Please, note that all this information is company confidential.

Let me know whether this is sufficient.

Kind Regards,

**Rik Kerstens** - Financial Controller

PANalytical  
Natick (MA)  
United States

e: [rik.kerstens@panalytical.com](mailto:rik.kerstens@panalytical.com)  
t: +1 508 647 1186  
w: [www.PANalytical.com](http://www.PANalytical.com)

PANalytical

The Analytical X-ray Company

The information contained in this message is confidential and may be legally privileged. The message is intended solely for the addressee(s). If you are not the intended recipient, you are hereby notified that any use, dissemination, or reproduction is strictly prohibited and may be unlawful. If you are not the intended recipient, please contact the sender by return e-mail and destroy all copies of the original message.

Main system ordered by Purdue			
Part Number	Item Description	1999 Price Book	2000 Price Book
PW3040/00	Diffraction Console	\$ 43,694.00	\$ 43,408.00
9430.011.72011	Holder, Sample PW1170	\$ 307.00	\$ 240.00
9430.013.11501	HT Cable 2.0W	\$ 2,392.00	\$ 2,415.00
9430.013.38071	7M Null Modem Cable	\$ 117.00	\$ 122.00
9430.018.11001	Holder, Sample PW1800	\$ 187.00	\$ 187.00
9430.018.11161	Insert, Sample PW1811	\$ 175.00	\$ 176.00
9430.030.11201	DET XE 20X24MM DS	\$ 3,639.00	\$ 3,851.00
9430.030.32601	IF Tube TW TT 150 MM		\$ 2,602.00
9430.030.40601	Diffraction Console	\$ 43,694.00	\$ 43,408.00
9430.030.42101	Pedestal Vertical	\$ 1,800.00	\$ 854.00
9430.030.50601	Goniometer Norm Res	\$ 33,776.00	\$ 25,085.00
9430.030.55001	Interface Counterweights	\$ 402.00	\$ 377.00
9430.030.55601	Counterweight		\$ 708.00
9430.030.64001	Stage Sample Spinner		\$ 5,413.00
9430.030.65001	Sample Changer 15 POS		\$ 7,078.00
9430.017.67301	Verif Sample TTK450	\$ 282.00	\$ 281.00
9430.030.74001	Stage MPSS		\$ 5,309.00
9430.030.81601	PDS PFX Right		\$ 5,923.00
9430.030.85401	Soller Slit 0.04 RAD		\$ 833.00
9430.030.91601	Prog Anti Scat Slits R		\$ 5,205.00
9430.030.93601	PRS PFX		\$ 4,685.00
9430.031.23101	Curved Monochrom Sec Cu		\$ 6,090.00
9430.037.13201	Board MDCC 2		\$ 1,562.00
9430.037.13551	Cable MDCC		\$ 468.00
9430.037.14601	Board Spinner Changer		\$ 1,384.00
9430.037.16201	Board Dual Scaler		\$ 2,061.00
9430.037.17101	HV Conv for Detector	\$ 474.00	\$ 479.00
9430.500.20121	Vacuum System, TTK	\$ 8,840.00	\$ 9,432.00
9430.500.20141	Dewar Vessel, Nitrogen TTK, 10L	\$ 1,547.00	\$ 1,648.00
9430.500.20371	THC Temperature Humidity Chamber System		\$ 14,685.00
9430.500.20381	Humidity Generator		\$ 26,019.00
9430.500.20391	Temperature Bath		\$ 1,703.00
9430.500.20401	Heatable Hose		\$ 348.00
9430.500.27841	Camera, TTK450, Less Goni Mount	\$ 15,625.00	\$ 16,861.00
9430.500.27851	Nitrogen Supply, TTK450 Suction & Hoses	\$ 4,390.00	\$ 4,895.00
9430.500.28361	X'Pert Pro Adapter TTK		\$ 1,612.00
9430.922.00371	Tube, CU, LFF, Ceramic Special		\$ 5,227.00
9430.032.00921	SW, Xpert Data Collector LTU Win	\$ 3,542.00	\$ 3,519.00
9430.032.01921	SW, Xpert Graphics LTU WIN	\$ 2,349.00	\$ 2,342.00
9430.032.02921	SW, Xpert Identify LTU WIN	\$ 2,349.00	\$ 2,342.00
9430.032.10921	SW, Xpert Organizer LTU WIN	\$ 944.00	\$ 938.00
9430.832.07921	X'Pert Plus+ Diamond Pack		\$ 4,726.00
9425.037.41560	Silicon Graphics 540 Base Model PC		
9425.037.30570	Printer, HP2000SCE Pro, Color w/cable		
9425.038.70320	Training, XRD or XRF, Applications & SW, 2.5 D	\$ 3,000.00	\$ 3,000.00
9425.030.42000	Course, Appl XRF/XRD		\$1,563.00
9425.037.23100	Switch Box Remote Diagnostics		\$ 683.00
9425.031.91010	Water Chiller, 3.85KW, W/Cooled	\$ 4,441.00	\$ 4,789.00
9430.030.52601	IF Stages TT 150 MM		\$ 1,665.00
9430.030.55201	Counter Weight 20NM	\$ 248.00	\$248
2735.171.40111	Adapter, 25MPIN-9FPIN, THMSCR		
2735.171.40113	Adapter, IBM Serial 9M to 25F		
2735.171.40117	Cable Null Modem, 25F-25F, 25FT		
2735.171.40128	Interface, 2 Serial 1 PA R, PC		
Subtotal			\$ 278,449.00

Part Number	Item Description	1999 Price Book	2000 Price Book
9430.500.28341	Capillary sample alignment microscope		\$ 1,437.00
9430.920.03601	PreFIX Microscope interface		\$ 2,842.00
PW3063/00	Capillary spinner		\$ 4,685.00
PW3086/00	Anti-Scatter device for programmable div. Slit		\$ 2,134.00
	Customer credit		\$5,000
		<b>Subtotal</b>	\$ 16,098.00
		<b>Total</b>	\$ 294,547.00

- 1) Parts were upgraded from original quote to new generation PreFIX system, which has a higher perceived value. The parts are similar to 1999 parts, except that they have a features to exchange the X-ray optics + stages w/o. The 1999 prices are not available for these parts as these features were not yet available.
- 2) Part not standardly used with PreFIX (no longer in 2000 pricebook). Used 1999 pricing.
- 3) Non-standard parts pricing not in pricebook. Included to accommodate the customer requested Silicon Graphics which is not part of standard offering. The computer list price is normally marked up 10% over our invoice price shipping and handling.
- 4) Not including the \$35,000 future optic for this system if system 2 was purchased.